

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

FinishMaster Automotive & Industrial Paint

Georgia Manufacturing Extension Partnership

FinishMaster, Inc. Relocates with Assistance from Georgia MEP

Client Profile:

FinishMaster, Inc., founded in 1968, is the leading national independent distributor of automotive paints, coatings and related accessories. Headquartered in Indianapolis, Indiana, the company has grown to 185 branch locations and three major distribution centers in 28 states. The facility in Adel, Georgia employs 25 people.

Situation:

FinishMaster, Inc. needed a new distribution center for its branch locations in Virginia, the Carolinas, Tennessee, Georgia, and Florida. Geographically, it made sense to relocate from Cocoa, Florida to south Georgia, but the company also needed practical resources. It was through the Cook County Economic Development Commission that Dan Courtney, FinishMaster's Senior Vice President for Operations, became aware of engineering services offered by the Georgia Manufacturing Extension Partnership, a NIST MEP network affiliate, and contacted the center for help.

Solution:

Before the company made the decision to locate in Adel, Sam Darwin, Georgia MEP's project manager, visited a similar FinishMaster facility in Grand Rapids, Michigan to observe how one distribution center was laid out. He analyzed data from more than 7,000 product items to determine how to best set up the new Georgia facility as a Lean operation. One consideration for FinishMaster was its status as a distributor of hazardous materials, including paints, solvents and flammable materials. That means that for every 20,000 square feet, there must be an accompanying firewall and either fire tunnels within the building or emergency exits within 75 feet of each worker. Due to the layout that Darwin developed for the 40,000-square-foot Adel facility, FinishMaster was able to incorporate emergency exits rather than the less efficient fire tunnels. Courtney, who expects the company to generate more than \$465 million in revenue this year, says the relationship with Georgia Tech is ongoing.

Results:

- * Invested \$2.4 million in facility improvements.
- * Created 20 jobs.

Testimonial:

"Georgia Tech is a great tool to utilize when we entice companies to expand or locate in our community. We couldn't afford to keep the level of expertise Georgia Tech offers our staff, and having this resource allows us to sell our community and reinforces our commitment of service to our industries."

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Kerry Waldon, Economic Developer